



Bob Bredel

# THE 2023 SAN CARLOS REAL ESTATE REPORT

A Behind-The-Scenes Look at San Carlos Real Estate



# BOB BREDEL REAL ESTATE



Dear San Carlos,

Thank you for taking the time to read this San Carlos Real Estate Report. I hope that you will find it to be a useful, informative look at our dynamic real estate market.

The articles in this report are solely my writings, based on my experience in San Carlos real estate. I am fortunate to be the #1 Listing Agent for San Carlos properties from 2008-2022 and the #1 Agent for Gross Sales Volume for San Carlos from 2008-2022, so rest assured that the information being discussed in this report is coming straight from the top of the San Carlos market with many years of experience behind it.

Aside from finding these articles informative, I hope you will find them balanced and written with an unbiased point of view. Sometimes, when agents such as myself issue reports or articles on the market, they can be approached by the public with a certain amount of skepticism, which I understand. Those that have followed me for the last 20 years know that I go out of my way to be as accurate and as straightforward as possible. If the analysis on the San Carlos market is positive, I will reflect that notion in my articles. If the news is more difficult, I have no issue highlighting those challenges as well.

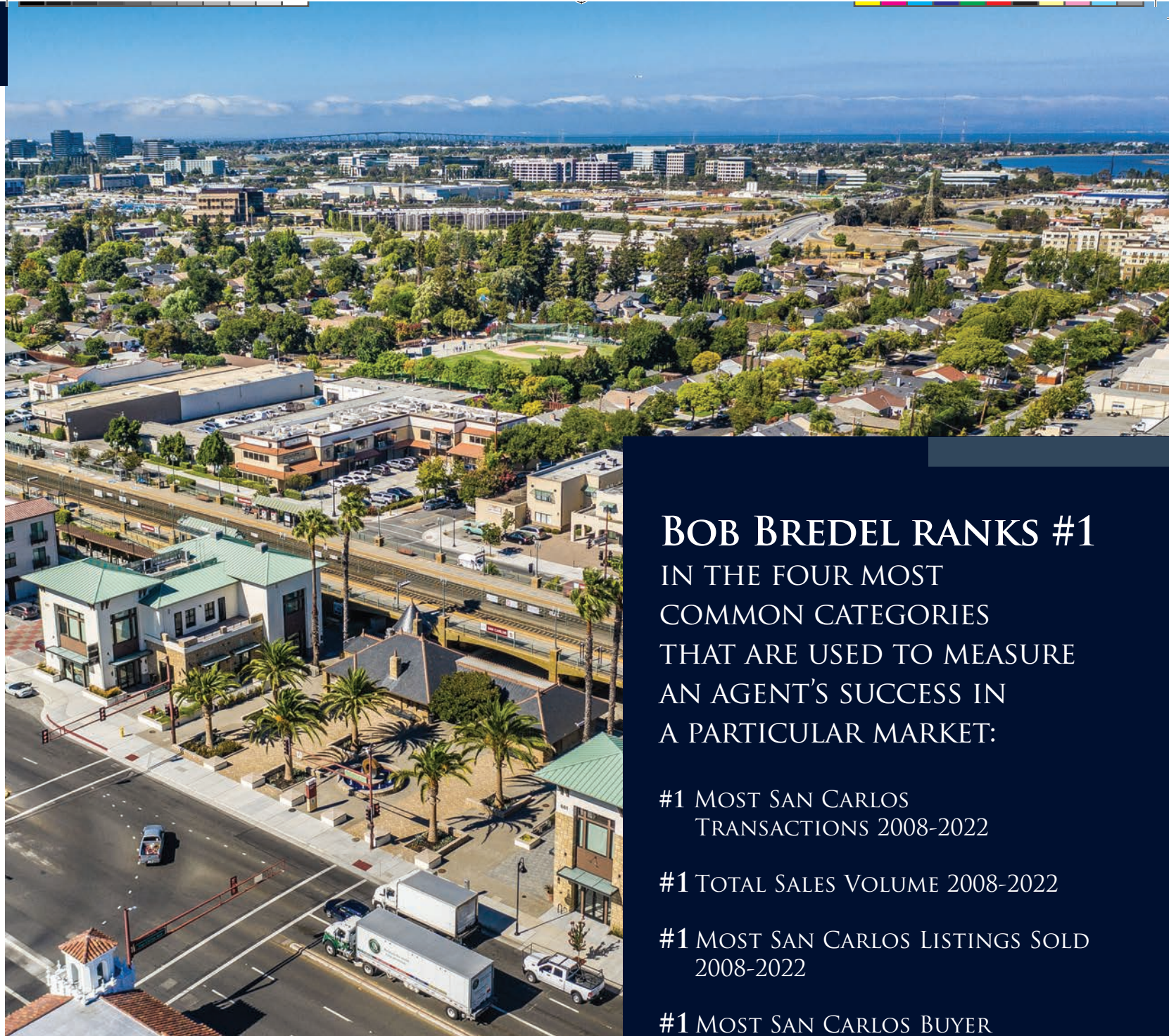
On a more personal note, I have been a resident of San Carlos for over 30 years and live in the Alder Manor area of San Carlos with my wife, Lori, and our daughters Olivia and Lexi. I found San Carlos to be the ideal place to raise a family, and I know just how special this town has been to so many folks over the years.

Thank you again for taking the time to read this report. As always, I can be reached at [bob@bredelhomes.com](mailto:bob@bredelhomes.com) or 650.520.9343.

Sincerely,

Bob Breidel





**BOB BREDEL RANKS #1**  
IN THE FOUR MOST  
COMMON CATEGORIES  
THAT ARE USED TO MEASURE  
AN AGENT'S SUCCESS IN  
A PARTICULAR MARKET:

**#1** MOST SAN CARLOS  
TRANSACTIONS 2008-2022

**#1** TOTAL SALES VOLUME 2008-2022

**#1** MOST SAN CARLOS LISTINGS SOLD  
2008-2022

**#1** MOST SAN CARLOS BUYER  
TRANSACTIONS 2008-2022

## GET TO KNOW BOB BREDEL

- Founder, sole contributor to the longest running San Carlos real estate website, the San Carlos Blog (2007)
- Founder, sponsor of San Carlos Treasure Hunters, which has served over 2,000 San Carlos youths and their families (2006-2019)
- Diamond Sponsor of the San Carlos Education Foundation 2008-2023
- One Life Counseling Center Business Partner of the Year 2022
- Former San Carlos Parks and Recreation Commissioner
- Former San Carlos United Soccer Club President
- San Carlos Little League Coach
- San Carlos AYSO Coach
- San Carlos Pony Baseball Coach
- Licensed California Attorney CBN 208771









# THE 2022 SAN CARLOS REAL ESTATE MARKET: A MAD TEA PARTY

When I was about 12 years old, one of the best things you could do while visiting Disneyland was to put yourself and your friends in one of the brightly colored teacups on the Mad Tea Party ride and proceed to spin yourself so wildly that the force would cause your head to launch backward while you held on for dear life. Upon exiting the ride, with your head still spinning, you'd clumsily try and find your way toward the exit, just praying you could make it through the gate without falling down. While this visual may bring back memories from your youth as well, it is also an identical experience for the buyers, sellers and agents that made it through the 2022 San Carlos real estate market and lived to tell about it.

## LET'S START AT THE BEGINNING

For those of you who remember the headline article in last year's report, *The Market of A Lifetime*, you will recall that our real estate market was made up of the perfect storm of influences:

1. rock bottom interest rates
2. extremely low unemployment
3. record low inventory
4. a post-pandemic thirst for single family homes that was so intense that no reasonable increase in inventory would satisfy it

February and March of 2022 represented the most intense and out of control market in San Carlos that I have ever seen and will likely never see again. Just how bad did it get?

## THERE WAS A SIX WEEK PERIOD IN SAN CARLOS WHEN MANY HOMES WERE APPRECIATING \$100,000...PER WEEK.

Let me give you an example. There was a 3 bedroom, 2 bath home in White Oaks that closed in early February after substantial overbidding. Each time a new 3/2 came on in White Oaks in successive weeks, the winning bid would be about \$100,000 north of the previous comparable to go into contract. This went on through March and into early April. The San Carlos market was sent into the stratosphere, and the tea cup was spinning out of control.

Take a look at the statistics below to see the difference between Spring of 2021 and Spring of 2022. Keep in mind that the Spring of 2021 was an exceptionally good market for sellers as well, which make the statistics below even more mind-boggling.

	Spring 2021	Spring 2022	Difference
Average Sales Price	\$2,416,611	\$3,215,244	33.04%
Average Price per sf.	\$1,183	\$1,477	+24.85%

Put another way, the house that cost you \$2,416,611 in the Spring of 2021 cost you \$798,448 more, just one year later. Yes, you read that correctly.

NOW, LET’S COMPARE THE SPRING 2022 MARKET WITH THE FALL 2022 MARKET:

	Spring 2022	Fall 2022	Difference
Average Price per sf.	\$1,477	\$1,178	-20.24%

DIZZY YET?

What is immediately noticeable is that numbers for the Fall of 2022 are almost exactly the Spring numbers from 2021. See below:

	Spring 2021	Fall 2022	Difference
Average Sales Price	\$2,416,611	\$2,394,676	-0.09%
Average Price per sf.	\$1,183	\$1,178	-0.04%

Put succinctly, it’s like 2022 never happened. The massive gains of Spring were wiped out entirely by Fall. As we enter the Spring market of 2023, the sales numbers and projections will likely mirror the same numbers of Spring 2021, as detailed immediately above.



## WHAT CAUSED OUR MARKET CORRECTION?

1. The San Carlos real estate market was due to cool down. It has gone up in value for 12 straight years, starting in 2011. This 12-year streak represents the longest running sellers' market in the history of San Carlos. The reality is that our upward moving market likely would have plateaued in late 2019, however, the pandemic managed to breathe new life into the longevity of the upward trend and kept it afloat for an additional 2.5 years. Buyers became exhausted. The skyrocketing costs of homeownership in the Spring of 2022 was the final straw for buyers who threw their hands up and focused on rentals.
2. Interest rates shot up and the 30-year mortgage went from 3.0% in early spring to 7.5% in Fall. This, more than any other factor, led to the sudden and substantial drop in San Carlos property values.
3. The final component to the correction has been the suspicion of a recession and tech layoffs, which have already started to occur.

## PERSPECTIVE

What does this all mean for the 2023 San Carlos Real Estate Market? Prior to answering that question, let's take a look at how the most recent drop in San Carlos home values was measured.

The downturn of 2008-2009, during the Great Recession, was the largest loss of property values on the peninsula since the Great Depression. San Carlos, at its true bottom of the market in early 2010, lost 21% off the previous highs in the market. In addition to a heavy recession, the housing market across the country collapsed due to a combination of factors, including: a meltdown of the financial markets, unemployment, purchasing of homes with no money down (and in many cases, homes purchased with negative amortization loans), little regulation in the mortgage industry and very little oversight.

## LET'S TAKE A LOOK AT EACH OF THOSE FACTORS AS THEY SIT IN OUR CURRENT MARKET:

The mortgage industry went from an industry that was underregulated (pre-2010), to one that was

overregulated, overnight. Homes purchased in San Carlos over the last ten years have been purchased with substantial down payments and with loans that are far more sensible and responsible on terms. The height of the Great Recession occurred in 2009 when the San Mateo County unemployment rate hit 9.2%. Today, San Mateo County Unemployment sits at 1.9%. Granted, tech layoffs have started and this number will go up, however, hitting 9.2% during this downturn does seem like a stretch.

financial markets are more speculative. Most advisors I know believe that a mild recession is already built into the broader markets. The question here is whether the mild recession increases to something more dire.

## CONCLUSION

As shown above, the San Carlos market is down 25.52% off the previous highs in the market. All of this occurred within a six-month period. My feeling is that this is a bit misleading as those previous highs of February and March of 2022 were a very temporary and extreme price spike. However, if that number is modified down five percentage points for a 20% combined loss, it would be the equivalent to the total sustained loss of home value during the Great Recession. While the layoffs and economic conditions seem unstable, this downturn seems to lack the strength of the Great Recession. On its face, the thought that housing is going to have a sustained downturn that is worse than the Great Recession seems out of line given the key metrics above.

The vast majority of the correction (likely 20%-25%) has already occurred. The market is likely to settle out very close to that 20% number and possibly dip a few more points until interest rates stabilize and there is some predictability to the type of recession we are encountering.

The Mad Tea Party ride is coming to a stop. Please collect your belongings and your balance and exit to your left.

2023 will likely see us hold the current lines with no real gains or losses of significance. A much slower moving, flat ride with some bumps along the way. It's A Small World, anyone?





# HOW SAN CARLOS ARE YOU?

- 1 San Carlos officially became a city and was incorporated in what year?
  - A. 1943
  - B. 1908
  - C. 1925
  - D. 1934
- 2 What annual event, now taking place on the third weekend each May, brings visitors and vendors from all over to celebrate San Carlos?
  - A. The San Carlos Art and Wine Faire
  - B. Week of the Family
  - C. Hometown Days
  - D. San Carlos Treasure Hunters
- 3 The Average Sales Price for a Single Family Home in San Carlos in 2010 was?
  - A. \$1,854,211
  - B. \$952,381
  - C. \$1,566,909
  - D. \$1,298,774
- 4 The tract of homes east of El Camino is known as Clearfield Park. What was the primary purpose behind the original builds?
  - A. Built for San Mateo County Employees
  - B. Built for sale to the general public
  - C. Built for United Airlines employees
  - D. Built with Federal funds to house Armed Forces families
- 5 Aside from having famous San Carlos streets named after them, three women named Carmelita, Elizabeth and Belle all shared what last name?
  - A. Arguello
  - B. Brittan
  - C. Phelps
  - D. Burton
- 6 Which was once an elementary school in San Carlos, prior to having its doors shut for good in the early 1980s?
  - A. Laureola School
  - B. Woodland School
  - C. San Carlos Elementary
  - D. Vista Elementary
- 7 Which famous baseball player attended Arundel Elementary School?
  - A. Joe Dimaggio
  - B. Barry Bonds
  - C. Will Clark
  - D. Tony Gwynn
- 8 The average sales price of a Single Family Home in San Carlos in 2022 was?
  - A. \$2,701,886
  - B. \$1,989,451
  - C. \$2,515,990
  - D. \$2,389,717
- 9 All of these individuals were elected to City Council in 2022, except:
  - A. Adam Rak
  - B. Brad Dauer
  - C. Sara McDowell
  - D. Pranita Venkatesh
- 10 The City of San Carlos has how many official parks?
  - A. 9
  - B. 11
  - C. 14
  - D. 16

*Answers can be found at the top of the next page.*





NUMBER OF CORRECT ANSWERS:

### DESIGNATION

- 10 - The Mayor
- 9 - Hometown Days President
- 8 - True San Carlan
- 7 - Laurel Street Regular
- 6 - 0-7-0 Resident
- 5 - Get Motivated
- 4 - Volunteer More
- 3 - Improvement Needed
- 2 - Participation Trophy
- 1 - Orchid Room Observer

Answers:  
1. (C), 2. (C), 3. (B), 4. (C), 5. (B), 6. (A), 7. (B), 8. (A), 9. (B), 10. (D)





# 2022-2023 COMMITMENT

I was honored to be selected as the 2022 One Life Counseling Center Business Partner of the Year. All of my For Sale signs around town proudly display a green ribbon. For those unaware, the green ribbon is regarded as a symbol of hope and awareness for mental health. To show my support for mental health, for every home I sell in San Carlos, I will contribute \$2,000 per home, up to a maximum of \$50,000 per year to One Life Counseling Center in San Carlos. OLC is at the forefront of this fight and they are worthy of the support. Earlier this year, I penned the following article in an open letter on the San Carlos Blog:

Dear San Carlos,

It's time. The last two years have been eye-opening for me. Honestly, I am embarrassed that it has taken me this long to act on it. I am embarrassed that it took a pandemic to shine a more illuminating light on it. Finally, I am embarrassed that I have long-time friends and extended family members struggling and I failed to recognize it or inquire further. But, no more. After extensive thought and self-reflection, I am devoting the next ten years in my real estate career to (1) bringing awareness to mental illness and (2) ending the stigma associated with mental illness.

I have learned a lot over the last eighteen months and two things are certain in our society: (1) our mental health is at an all-time low. Depression, anxiety, stress and many very serious mental illnesses are pervasive and getting worse; and (2) even in 2022, there is still a stigma attached to those who are waging a war against their illness every hour, of every day. Many who are in better health wonder why those affected simply cannot "get over it" or "toughen up." It is time to get beyond the unintentional ignorance of those responses. The other important factor to recognize is that those suffering from mental health issues are not of a particular socioeconomic class, gender or ethnicity. Many struggle privately and fear that they will be viewed as weak or perhaps be talked about poorly if their issue is known.

It's time. It's time to evolve and view mental illness the same way we view physical illnesses. We have to learn to protect our mental health the same way we protect our physical health. We likely live in one of the most educated and progressive areas of the world. We, as a community, can lead this fight by setting the example. I realize that I am fortunate enough to have a large platform in San Carlos. It is time to put that platform to work for a cause that goes well beyond real estate.





# TO MENTAL HEALTH

I spoke in detail to several doctors and therapists leading the charge against mental illness in San Carlos and our surrounding community. They are overwhelmed. There is not enough help. Not enough support. Not enough money. One of the scarier thoughts for me is thinking about those who desperately need mental health support for themselves or a child, but cannot afford the support they truly need. One therapist told me that the number of children in our own San Carlos Schools suffering from some degree of mental illness (mostly depression and anxiety) is at a level that would shock the community if it was put on display. Our community does not have a backstop and too many are falling through the cracks.

I am planning on attacking mental illness on two fronts: (1) ending the stigma with better awareness; and (2) financial support for those who need it most.


I hope you will join me in this fight.  
San Carlos, it's time.

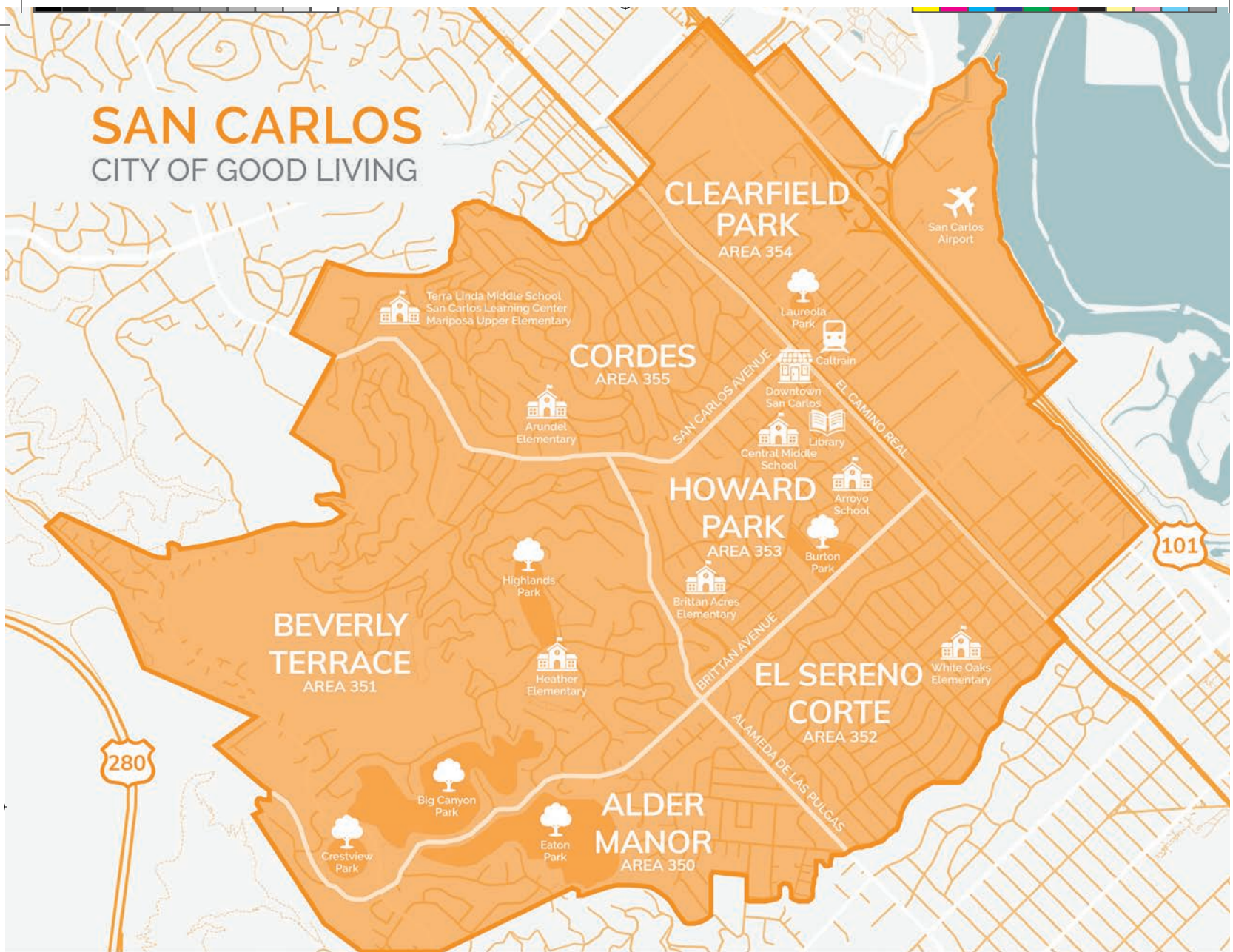


**CHRISTIE'S**  
INTERNATIONAL REAL ESTATE  
— SERENO —

**Bob  
Bredel**

650.520.9343

 [bredelhomes.com](http://bredelhomes.com) | DRE 01493564



## THE SAN CARLOS REAL ESTATE WORLD WORKS OFF OF SIX CAREFULLY DEFINED AREAS:

AREA 350 ALDER MANOR: Brittan Avenue, south and west of Alameda, to Redwood City

AREA 351 BEVERLY TERRACE: Brittan Avenue, north, west Alameda and San Carlos Avenue

AREA 352 EL SERENO CORTE: South of Brittan Avenue to Eaton Avenue, East of Alameda

AREA 353 HOWARD PARK: North of Brittan Avenue to San Carlos Avenue, East of Alameda

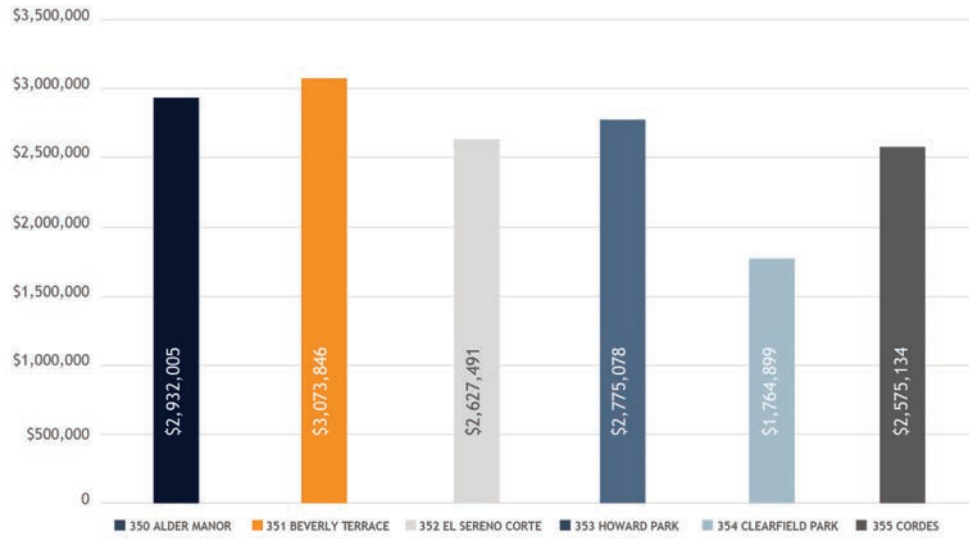
AREA 354 CLEARFIELD PARK: East San Carlos

AREA 355 CORDES: North of San Carlos Avenue to Belmont

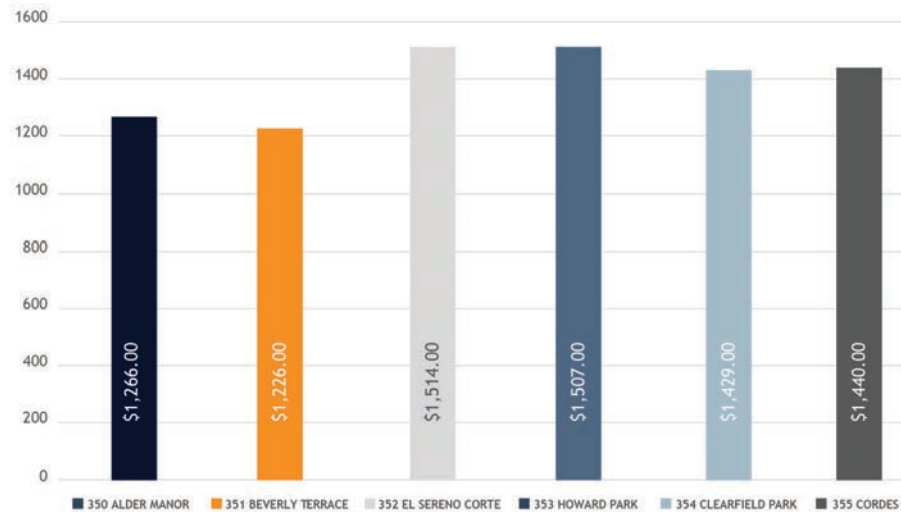
**\*Pro Tip:** A common mistake of buyers and sellers is to associate homes in all of Area 352 or homes assigned to White Oaks School as homes in White Oaks. This is incorrect. Only homes assigned to the White Oaks Subdivisions are White Oaks homes. While not an exact tool, generally homes south of Belmont Avenue to Eaton Avenue are in the White Oaks Subdivision. Homes north of Belmont Avenue to Brittan belong to the Oak Park Subdivision.



## 2022 AVERAGE SALES PRICE



## 2022 AVERAGE PRICE PER SQUARE FOOT



MLS statistics deemed to be reliable but not guaranteed



# 10 HISTORICAL FACTS

1. San Carlos was almost named the Town of Phelps, after one of its early founders, Timothy Guy Phelps. However, residents instead decided on "San Carlos" and named the town after the first Spanish ship to ever sail into the Bay. The San Carlos was commanded by Juan Manuel de Ayala, and first entered the bay on August 5, 1775.

2. The adobe bricks used at the San Carlos Train Station are the same adobe bricks that were used by Leland Stanford to build much of the Stanford University Campus.

3. During the Great Depression, the White Oaks housing tract was essentially bankrupt. Lots could be purchased by anyone agreeing to pay the property tax that was currently due on them.

Additionally, one of the reasons so many White Oaks lots are undersized at 4,400 square feet, is because during the Great Depression, the 8,800 square foot lots were cut in half to make them more affordable.

4. San Carlos had many, many failed attempts at development in the early 1900s. It wasn't until one man, Fred Drake, finally got it right. His understanding of town infrastructure and shrewd marketing convinced buyers that San Carlos was sustainable. It is also the reason Fred Drake is still considered the Father of San Carlos.

5. On December 15, 1982, the Sequoia Union High School District made the shocking decision to close San Carlos High School. To date, this decision is one that was born out of secret meetings with very little public input. It remains one of the most regrettable decisions in San Carlos history.





# ABOUT SAN CARLOS

6. The average home price in San Carlos in 1980 was \$144,000. It was \$382,000 in 1990, \$690,000 in 2000, \$952,000 in 2010 and \$2,780,000 in 2022.

7. In 2018 and 2019, the City of San Carlos massively overhauled its building codes in order to stop oversized homes from being built on smaller lots.

8. In 1961, the San Carlos Babe Ruth team won the World Series in Glendive, Montana. There is a plaque commemorating this national accomplishment behind the larger baseball diamond at Burton Park. Two of the players on the 1961 World Series team went on to be drafted by the Baltimore Orioles and the Pittsburgh Pirates.

9. The Devonshire Country Club was located on top of the hills of San Carlos and it was widely used for community fundraisers and fancy gatherings. It was destroyed by a fire in the 1940s. The only detail that remains today is the street that was used to access it, Club Drive.

10. The Native Americans that occupied the area that would one day be known as San Carlos were the Lamchins. Their settlement was located along the current day location of the 1900 block of Carmelita. Apparently, the Lamchins were ahead of their time in knowing some of the best real estate in town. The 1800 and 1900 blocks of Carmelita are regarded by many to be the best in The City of Good Living.



# SELLING YOUR SAN CARLOS HOME IN 2023

"An experienced San Carlos agent can make your MLS debut a success and set you on a solid path." Frankly, this was enough in 2020-2022. It will not be enough in 2023.

The decision to explore selling your San Carlos home is often times a difficult one. However, recognizing a few key factors can make the process more simplified, less stressful and ultimately net you a larger gain on your sale.

## FIRST THINGS FIRST

Understand that you are selling your San Carlos home. You're not selling your Menlo Park home, your San Mateo home or even your Belmont home. San Carlos has its own, individual selling strategy. This process starts by having your agent tell you why buyers are choosing San Carlos above the other surrounding towns. There are very specific reasons, especially over the past few years, that account for why buyers are centering a search on San Carlos. The more you understand these reasons, the better your strategy will be.

## FINDING THE RIGHT AGENT

The reality is that no single decision you make will have more of an influence on the success of your transaction than the selection of your agent. I truly believe every bit of this. Given the current market conditions, you will rely on every bit of your agent's San Carlos expertise and

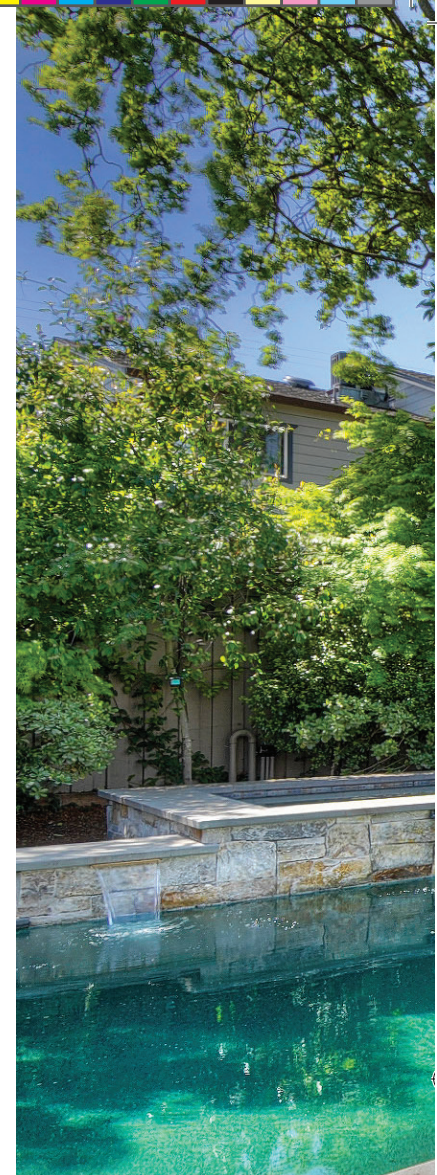
strategy to make sure you get every last dollar for your home. I certainly realize this particular topic can be self-serving. However, I would encourage you to do your homework, hire an agent that knows San Carlos inside out and has a proven track record of up *and* down markets.

## TIMING

If I had to select one factor in the sales process that sellers do not give enough credit to, it would be timing. San Carlos operates on two carefully defined windows of time throughout the year that yield the best price results. If you have the flexibility in your sales process or can plan for one of these two windows in advance, you will obtain a higher price on your home. Discuss these two prime windows with your agent and develop a strategy.

## IN 2023, SMALLER DETAILS WILL MAKE A BIG DIFFERENCE

You will need a far more detailed strategy to your sale than just a San Carlos agent, smart timing and impactful marketing in 2023. The market has tilted the other direction and having a buyer choose your home over







another will come down to smaller details. The key here is eliminating objections and supplying suitable answers to overcome those objections that you cannot remove. Your agent should never have a question or concern posed to them from a buyer or buyer's agent that they cannot offer a reasonable solution to on the spot. This requires: detailed knowledge of the San Carlos Building Codes, precise understanding of school boundaries, how the charter system works within those boundaries, intra-district transfers at the high school level, cost of projects, experienced vendors that are pre-screened to perform those projects and timelines dictated by the City of San Carlos, utilizing cost and time saving measures for expansion by utilizing San Carlos breaks in the Planning Department and defining 1, 5 and 10 year deferred maintenance budgets for a property so that a buyer can feel more comfortable with a purchase. These are just a sampling of what will be needed in 2023.

If you remember nothing else from this particular article, I would ask you to remember that more than anything else, experience will matter in 2023. What has worked the previous 12 years, will not work in 2023.







# SAN CARLOS AND THE RISE OF OFF-MARKET PROPERTIES

IT IS THE MOST COMMON QUESTION FROM SAN CARLOS BUYERS AND SELLERS: “WHAT ABOUT OFF-MARKET?”

The landscape for the sale of homes on the mid-peninsula is changing. Technology, fast-paced lives, jobs with long hours and the demand for a less stressful option for home selling has finally broken through. Even though its new scale of use is still technically in its infancy, make no mistake about it, off-market sales are here to stay and will only become more common.

## WHAT IS OFF-MARKET?

Let's start at the top. An off-market property is a property that has been listed by a brokerage, but has not yet been made available to the general public for sale via a traditional form of marketing such as our local MLS.


## AN EVER-EXPANDING MARKET

The off-market arena can no longer be ignored. Over the last several years, off-market sales have been slowly chipping away at the market share that has been long-held by the traditional, on-market, MLS-Active sales in San Carlos. The off-market arena has been steadily growing. However, it seems primed to take an even larger piece of the more traditional market in 2023. The willingness and desire of sellers to sell their home off-market is so overwhelming that the real estate industry will need to address it with an accommodation that is sensible and suits the requests of sellers.

## WHY BROKERAGES DISLIKE OFF-MARKET SALES

Picture the real estate industry as a large cargo ship slowly moving across the Pacific Ocean. It is an industry





that doesn't exactly turn on a dime and operates today in very much the same way that it did 30 years ago. Any change of course is deliberate and time consuming. The off-market sales go against so much of what the real estate world is built on: maximizing public interest, marketing campaigns and its partner in crime, the MLS. While all of those are noteworthy benefits, the industry stance of looking down at off-market sales conflicts with a brokerage's core responsibility which is that the brokerage is a fiduciary for its sellers. In other words, brokerages should be doing everything legally and ethically possible to assist the seller with the route that is best for each seller's particular situation. The reality is that some of the time, the off-market sale is the best option for some sellers. In my opinion, the real estate industry needs to be far more open minded to that fact. The world has changed and the industry needs to change with it.

Real estate brokerages really dislike off-market sales for one, and only one, real reason. The risk of a lawsuit is high. Here's the example:

Sam Seller contacts SC Brokerage to sell his home. Sam states that he does not want to be publicly listed on the MLS and prefers an off-market sale. SC Brokerage agrees and shops his property off-market to other local agents. One of those agents brings an offer, which Sam accepts. A month later, Sam notices a home down the street, that is very comparable to his own home, just closed escrow at \$150K more than his home. Sam now has a legal case against his brokerage as they did not sell his home for the highest and best price.

The liability with off-market sales is very high for brokerages. However, in my mind, the industry needs to do better and is too dismissive with off-market sales. My viewpoint is that an ON-MLS sale is always the recommended course of action. However, if after having

all options thoroughly explained to him or her, the seller still believes the off-market sale is best for their situation, then agent and the brokerage have an obligation to best serve their client's request.

### THERE ARE A NUMBER OF REASONS FOR A SELLER TO CHOOSE AN OFF-MARKET SALE:

1. **Privacy.** Selling your home today is unlike selling your home 15 years ago. Photos of every part of the seller's house, detailed information about seller and having 300 people through your home on an open house are just a few of the factors connected to privacy. Buyers will Google you. They will Google your spouse, your places of employment, where you volunteer, etc. Anything they think will give them some type of negotiating edge or insight, will be researched.
2. **Sale is Taxable.** Many in San Carlos are well past their \$500,000 profit exemption on their home. So, for every dollar they make above their basis + \$500,000 in their home, it will be subject to long term or short term capital gains. If they can eliminate having to go to the public MLS, save on prep fees and get relatively close to the true value of their home, then the sellers will view this as a realistic option. The belief being, if they undersold slightly off-market, they eliminated the hassles of a public listing, saved \$20,000 in preparation fees and any additional amount they missed out on would have been subject to capital gains anyway.
3. **Financial/Marital Dissolution.** The good news is that San Carlos is a small town. The bad news is that San Carlos is a small town. Challenging issues such as financial difficulties or a marital dissolution can make a home sale even more stressful. Rather than have half of San Carlos ask you what is going on with your sale, some sellers are opting for the quiet, off-MLS sale as a way to reduce stress during an already difficult time.

Off-market sales are not for everyone, but for some sellers they can be the ideal tool to accomplish their home sale goals. If you feel that an off-market sale may be best for you, I would advise you to use a highly experienced and well-connected San Carlos agent. Your agent's network and relationships are the cornerstones to an off-market sale.



#1 San Carlos Realtor for most San Carlos transactions 2008-2022



#1 San Carlos Realtor for total San Carlos volume 2008-2022



#1 San Carlos Realtor for total San Carlos listings sold 2008-2022



#1 San Carlos Realtor for San Carlos buyer transactions 2008-2022



**BOB BREDEL**

**#1 SAN CARLOS REALTOR 2008-2022**

**Christie's International Real Estate Sereno**

662 Laurel Street, Suite A  
San Carlos, CA 94070  
650.520.9343  
bob@bredelhomes.com

bredelhomes.com | sancarlosblog.com

DRE 01493564

This brochure is not intended to be a solicitation of an already listed property.



**BOB BREDEL**

**Christie's International Real Estate  
Sereno**

662 Laurel Street, Suite A  
San Carlos, CA 94070

PRSRT STD  
US POSTAGE  
**PAID**  
BURLINGAME, CA  
PERMIT #63